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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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COMMERCIAL HEAT TREATERS POST 2% DROP IN BILLINGS IN JANUARY

January sales for the Metal Treating Industry reached $46.3 million. This compares to January 1990 billings of $47.3 million.

January 1991 sales exceeded December 1990 by 16.3%. December's billings were $39.8 million.

Three of nine MTI Districts topped their sales figure for January 1990.

A summary of percentage change by geographic regions follows:

	District	Jan 91 vs. Jan 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	7.9	7.9
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 0.6	- 0.6
3	South Central (W.PA-OH-IN-KY)	- 3.9	- 3.9
4	Michigan	- 8.0	- 8.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 9.9	- 9.9
6	North Central (IL-WI-MN-MO-IA)	- 3.8	- 3.8
7	Pacific Coast (CA-AZ-ORE-WASH)	4.7	4.7
8	Southwest (TX-OK-AR-CO-LA-UT)	0.6	0.6
9	Canada	- 0.4	- 0.4

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1991

BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	215	47311.3	46343.6	- 2.0	100.0	100.0
Dist. 1	15	2716.0	2929.9	7.9	5.7	6.3
Dist. 2	28	4636.2	4609.1	- 0.6	9.8	9.9
Dist. 3	42	9338.6	8978.8	- 3.9	19.7	19.4
Dist. 4	26	6119.5	5630.4	- 8.0	12.9	12.1
Dist. 5	17	2630.6	2369.4	- 9.9	5.6	5.1
Dist. 6	33	8924.3	8586.6	- 3.8	18.9	18.5
Dist. 7	23	6198.3	6487.6	4.7	13.1	14.0
Dist. 8	17	3159.8	3179.0	0.6	6.7	6.9
Dist. 9	14	3588.0	3572.9	- 0.4	7.6	7.7
Foreign	0					

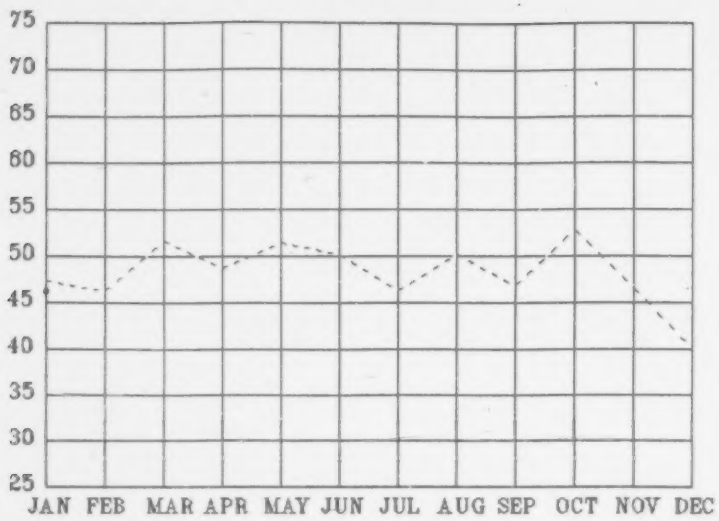
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	47311.3	46343.6	- 2.0	100.0	100.0
Dist. 1	2716.0	2929.9	7.9	5.7	6.3
Dist. 2	4636.2	4609.1	- 0.6	9.8	9.9
Dist. 3	9338.6	8978.8	- 3.9	19.7	19.4
Dist. 4	6119.5	5630.4	- 8.0	12.9	12.1
Dist. 5	2630.6	2369.4	- 9.9	5.6	5.1
Dist. 6	8924.3	8586.6	- 3.8	18.9	18.5
Dist. 7	6198.3	6487.6	4.7	13.1	14.0
Dist. 8	3159.8	3179.0	0.6	6.7	6.9
Dist. 9	3588.0	3572.9	- 0.4	7.6	7.7

Note: January 1991 billings totals are represented by a dot on the far left vertical axis.

MILLIONS

NATIONAL BILLINGS



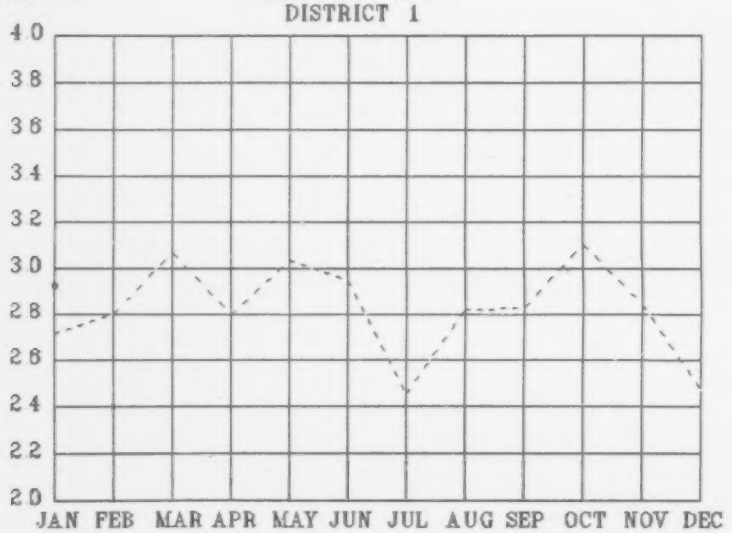
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-2.0											
% Change	Cumulative	-2.0											

MILLIONS

MASS-R.I.-CONN. DISTRICT 1



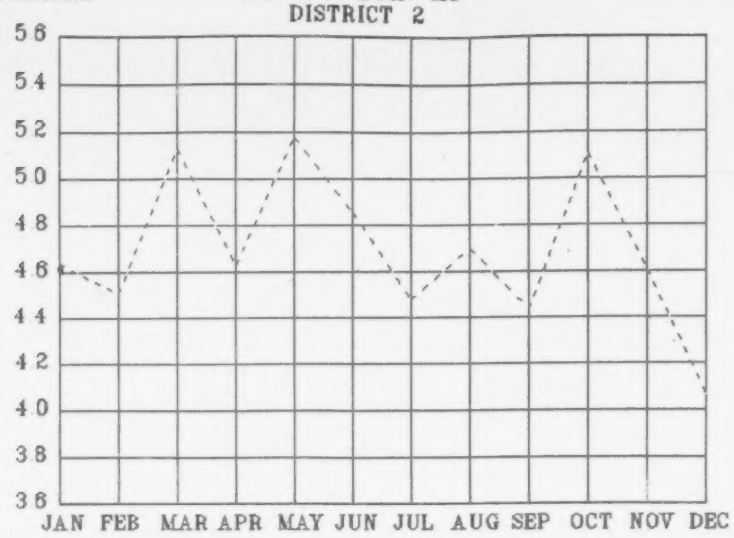
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.9											
% Change	Cumulative	7.9											

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



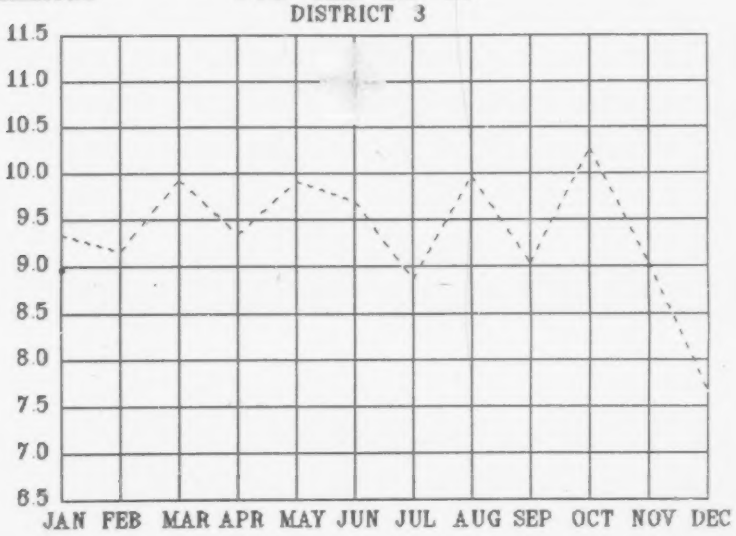
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.6											
% Change	Cumulative	-0.6											

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



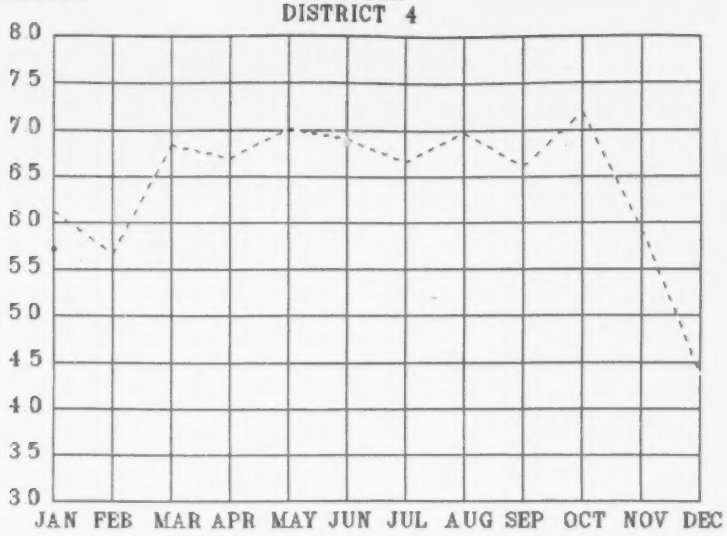
1990 - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.9											
% Change	Cumulative	-3.9											

MILLIONS

MICHIGAN
DISTRICT 4



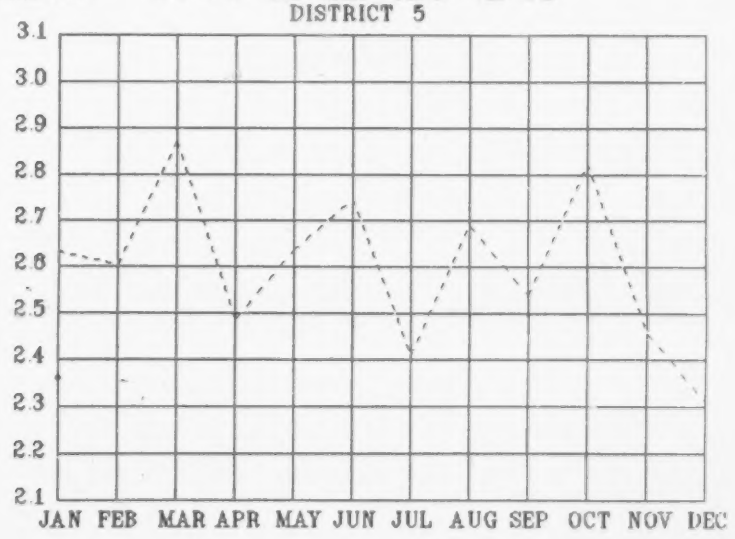
1990 - - - -

1991 ———

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-8.0											
% Change Cumulative	-8.0											

MILLIONS

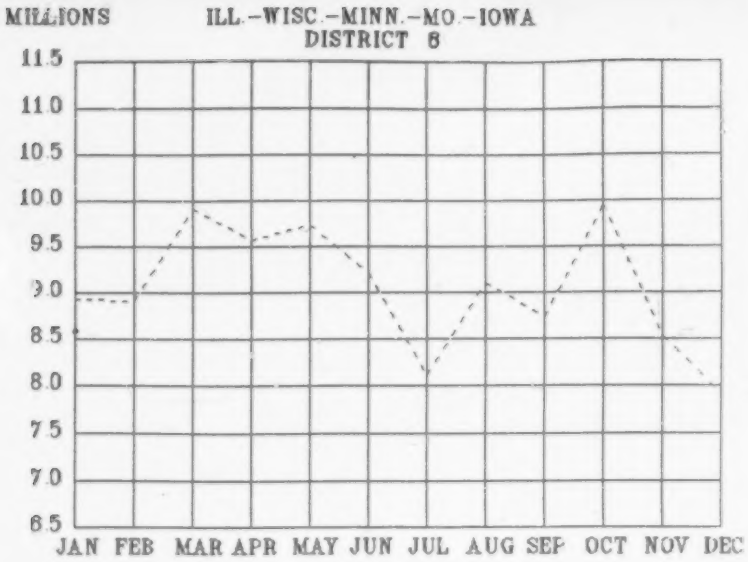
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



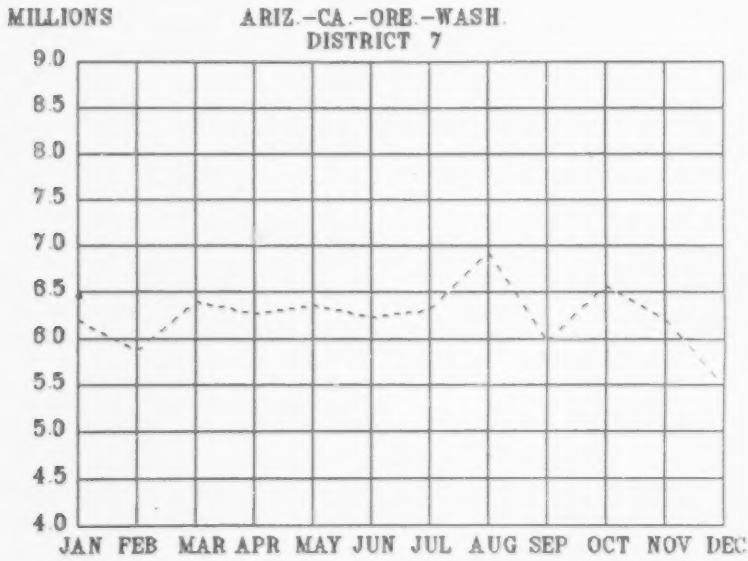
1990 - - - -

1991 ———

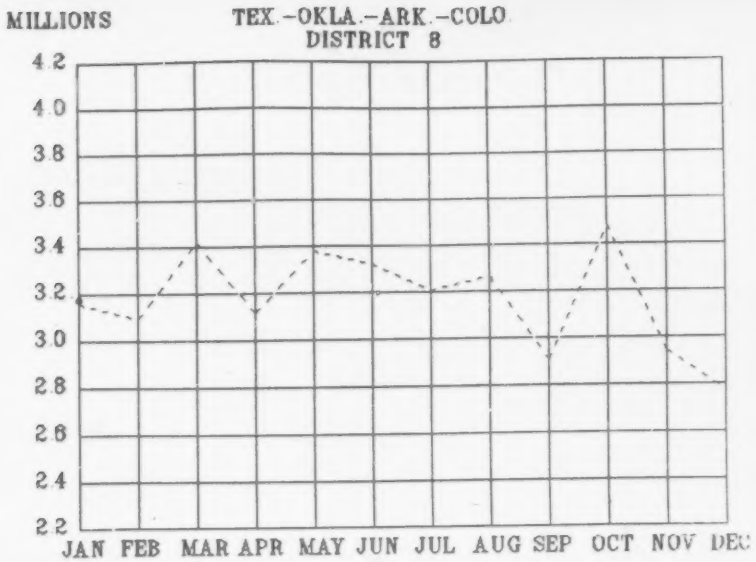
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-9.9											
% Change Cumulative	-9.9											



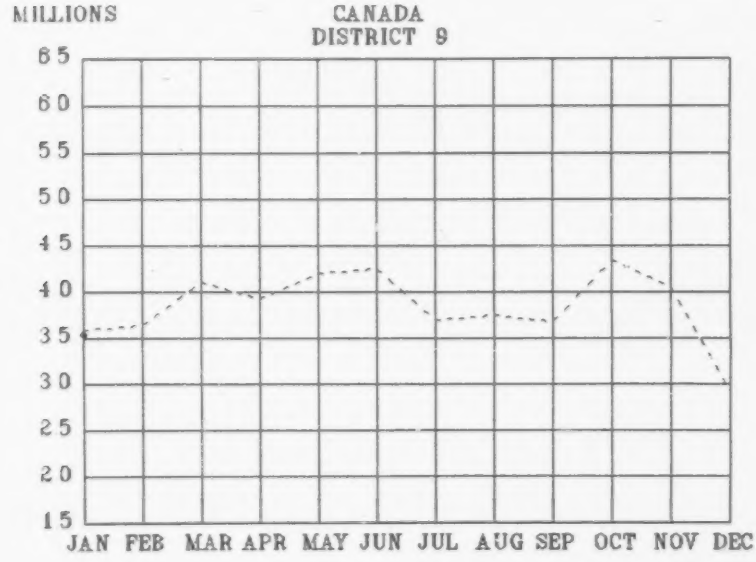
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8											
% Change	Cumulative	-3.8											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.7											
% Change	Cumulative	4.7											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6											
% Change	Cumulative	0.6											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4											
% Change	Cumulative	-0.4											